

*National Survey of Microenterprise Lenders*

**Table 2.1**

<b>Organization State</b>	<i>Agency no. 1</i> CA	<i>Agency no. 2</i> VA	<i>Agency no. 3</i> OH	<i>Agency no. 4</i> OR
<b>Program</b>	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan, SBA 504, SBA 7A	Business Technical Assistance, SBA Microloan, Rural Development
<b>Years in Existence</b>	3 years	3 years	3.5 years	4 years
<b>Staff</b>	3	6	2	10
<b>Other Languages</b>	Spanish, Mandarin	-----	-----	-----
<b>Terms of Loan: Amount</b>	\$300 - \$10,000	\$50 - \$10,000	\$1,000 - \$25,000	\$1,000 - \$25,000
<b>Interest Rate</b>	12.50%	13.25%	10.6% - 11.6%	14.75% max.
<b>Duration (mo.)</b>	6 months, 2nd loan offered after	60 months	1 to 6 months	1 to 72 months
<b>Fees</b>	UCC-1, closing fees	Application fees, UCC-1	Credit report, UCC-1, mortgage lien	Credit report, UCC-1
<b>Portfolio</b>	Vietnamese: 5%, Asian: 6%, Hispanic: 40%, African: 30%, Women: 34%, Native American: 6%, Caucasian: 17%, Other: 2%	Hispanic: 1, African: 2, Women: 4	African: 27, Women: 35	Asian: 1, Hispanic: 1, Women: 15, Other: 13
<b>Loan Criteria: Credit (min.)</b>	Major negatives, bankruptcy, no credit	None	Minor negatives, bankruptcy	-----
<b>Time in Business (min)</b>	3 to 6 months	0 months	0 months	0 months
<b>Operations</b>	Losing money	Break-even	Losing money	Losing money
<b>Collateral</b>	None	Business assets	Business assets, personal vehicle, tradable securities, qualified loan guarantor	Business assets, personal vehicle
<b>Equity</b>	None	None	10%	20%
<b>Business Plan</b>	Yes if prior experience less than 6 month	Yes & training		Yes
<b>Prior Experience</b>	Yes	None	2 years	None
<b>Marketing</b>	Press release, direct mail, networking: business & NGO (Union of Pan Asian Communities), TV/Radio, door-to-door	Press release, direct mail, networking: business & non-profit, TV/Radio	-----	Press release, direct mail, networking: business & non-profit, SBA references

### *National Survey of Microenterprise Lenders*

<b>Organization State</b>	<i>Agency no. 5</i> WA	<i>Agency no. 6</i> MO	<i>Agency no. 7</i> ME	<i>Agency no. 8</i> CA
<b>Program</b>	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan, Newsletter, Publication	Business Technical Assistance, SBA Microloan	Business Technical Assistance, Loan Program Inactive
<b>Years in Existence</b>	11 years	3.5 years	17 years	6 years
<b>Staff</b>	9	6	13	3
<b>Other Languages</b>	Spanish, Malay	-----	-----	Vietnamese, Chinese, Cambodian
<b>Term of Loan: Amount</b>	\$500 - \$150,000	-----	\$500 - \$50,000	\$1,000 - \$5,000
<b>Interest Rate</b>	Prime + 4%	-----	11% average	9%
<b>Duration</b>	6 months	-----	average 48 to 84 months	12 to 24 months
<b>Fees</b>	2%, closing, UCC-1	-----	Credit report, UCC-1, closing fees	0.01% of loan
<b>Portfolio</b>	Asian: 8, Hispanic: 3, African: 10, Women: 26 (total: 84)	Asian/Hispanic: 10%, African: 30% Other: 10%-15%	Asian: 1, Hispanic: 1, African: 5 Women: 270, Other: 154	Vietnamese: 92, African: 1, Women: 5
<b>Loan Criteria: Credit (min.)</b>	Bankruptcy, minimum credit history	Minor negatives, bankruptcy, none	Good but exceptions	None
<b>Time in Business (min)</b>	0 to 60 months	0 to 12+ months	0 to 12 months	0 months
<b>Operations</b>	Break-even, profit	Break-even, profit	Break-even, profit	Break-even, profit
<b>Collateral</b>	Business assets, personal vehicle, qualified loan guarantee	Business assets, personal vehicle, tradable securities, qualified loan guarantor	Business assets, personal guarantee	None
<b>Equity</b>	N/A	-----	Varies	None
<b>Business Plan</b>	Yes	-----	Yes	Training, Complete workshop
<b>Prior Experience</b>	Preferred	Needed	Preferred	-----
<b>Marketing</b>	-----	Press release, networking: business & non-profit, TV/Radio	Press release, direct mail, networking with non-profit, TV Radio, multi-lingual materials	TV/Radio: Nguoi Viet Daily, Little Saigon Radio, networking

### *National Survey of Microenterprise Lenders*

<b>Organization State</b>	<i>Agency no. 9</i> OH	<i>Agency no. 10</i> OH	<i>Agency no. 11</i> MS	<i>Agency no. 12</i> NJ
<b>Program</b>	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan, Community Credit Union	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan
<b>Years in Existence</b>	3+ years	19 years	4 years	4 years
<b>Staff</b>	2	7	1.5	2
<b>Other Languages</b>	-----	French	-----	-----
<b>Term of Loan: Amount</b>	\$1,000 - \$25,000	\$100 - \$25,000	\$500 - \$25,000	\$1,000 - \$20,000
<b>Interest Rate</b>	11%	12.5%	7% - 13%	9.50%
<b>Duration</b>	1 to 60 months	36 months average	1 to 60 months	1 to 60 months
<b>Fees</b>	Credit report, UCC-1	Application, credit report, UCC-1, closing fees	Credit report, UCC-1, amortization	Closing fees
<b>Portfolio</b>	Asian: 1, Hispanic: 1, African: 27, Women: 37	African: 7, Women: 98	Asian: 1, Hispanic: 1, African: 12, Women: 9	Other: 81
<b>Loan Criteria: Credit (min.)</b>	Bankruptcy	Major negatives, bankruptcy, none	Minor negatives, bankruptcy (if discharged)	Minor negatives
<b>Time in Business (min)</b>	0 months	0 to 12 months	0 to 12 months	0 months
<b>Operations</b>	Losing money	Break-even	-----	Profit
<b>Collateral</b>	All	Business assets, personal vehicle	Business assets, personal vehicle, tradable securities	Business assets, tradable securities
<b>Equity</b>	10%	5%	20%	Varies
<b>Business Plan</b>	Yes	Yes	Yes	-----
<b>Prior Experience</b>	2 years	Needed	Individual basis	Needed
<b>Marketing</b>	Press release, banks, networking	Ohio University International Students Group, word of mouth	Press release, direct mail, networking, TV/Radio	Networking, TV/Radio

### *National Survey of Microenterprise Lenders*

<b>Organization State</b>	<i>Agency no. 13</i> DC	<i>Agency no. 14</i> OH	<i>Agency no. 15</i> IA	<i>Agency no. 16</i> MA
<b>Program</b>	Business Technical Assistance, SBA Microloan, Loan Guarantee Program	Business Technical Assistance, SBA Microloan, Real Estate Loans	Business Technical Assistance, Trickle-up Loan, Iowa Small Business Loan, Self Employment Loan	Business Technical Assistance, SBA Microloan, Office of Refugee Resettlement
<b>Years in Existence</b>	6 years	4 years SBA Microloan, 14 years Real Estate	9 years	4 years
<b>Staff</b>	2	5	20	7
<b>Other Languages</b>	-----	-----	Vietnamese, Bosnian	Spanish, Russian
<b>Term of Loan: Amount</b>	\$500 - \$25,000	\$1,500 - \$15,000	\$250 - \$300,000	\$500 - \$25,000
<b>Interest Rate</b>	10%	12.50%	3% - 13%	12%
<b>Duration</b>	1 to 60 months	24 to 60 months	6 to 60 months	24 to 72 months
<b>Fees</b>	UCC-1, Annual fee	Credit report, UCC-1, closing fees, misc. fees	As required by lender	Filing fee, credit report, UCC-1, technical assistance fees
<b>Portfolio</b>	African: 60, Women: 42	African: 7, Women: 9, Other: 15	Asian: 16, Other: 329	Hispanic: 5, African: 41, Women: 41, Other: 11
<b>Loan Criteria: Credit (min.)</b>	Major negatives	Minor negatives, none	Major negatives, bankruptcy, none	Minor negatives, bankruptcy, none
<b>Time in Business (min)</b>	3 to 6 months	0 to 12 months	0 & 12 months	0 to 12 months
<b>Operations</b>	Break-even	Losing money, break-even, profit	Break-even, profit	Losing money, break-even, profit
<b>Collateral</b>	Business assets, personal vehicle qualified loan guarantor	Business assets, qualified loan guarantor	Business assets, personal vehicle	None to all
<b>Equity</b>	40%	20% +	0 - 50%	Varies
<b>Business Plan</b>	-----	-----	-----	Training required
<b>Prior Experience</b>	Minimum management	-----	None	Preferred
<b>Marketing</b>	Press release, direct mail, networking, TV/Radio	-----	Press release, direct mail, network w/ banks & non profits, TV/Radio,	Press release, networking: VACA, VietAid, Vietnamese Business Association, TV/Radio

### *National Survey of Microenterprise Lenders*

<b>Organization State</b>	<i>Agency no. 17</i> PA	<i>Agency no. 18</i> ND	<i>Agency no. 19</i> DC	<i>Agency no. 20</i> ME
<b>Program</b>	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan, Intermediary Relending Program	Business Technical Assistance, FINCA/ LEDC Microloan, Peer Group Lending	Business Technical Assistance, Work Readiness
<b>Years in Existence</b>	5 years	4 years SBA Microloan, 20 years CDLF, 4 years IRP	1.5 years	1 year
<b>Staff</b>	8	7	3	8
<b>Other Languages</b>	Spanish, Russian, Arabic, French	-----	Spanish	-----
<b>Term of Loan: Amount</b>	\$10,000 max.	\$25,000 max.	\$100 - \$25,000	up to \$500
<b>Interest Rate</b>	10.50%	10%	11.50% - 13%	11%
<b>Duration</b>	36 to 48 months	72 months	12 months	3 to 12 months
<b>Fees</b>	-----	Credit report, UCC-1, closing fees: actual, administration	All fees, origination fees	None
<b>Portfolio</b>	Total: 16	Asian: 5%, Hispanic: 0.7%, African: 0.5%, Women: 53-56%, Total: 93	Hispanic: 6, African: 1, Women: 5	Women: 1
<b>Loan Criteria: Credit (min.)</b>	Minor negatives	Minor negatives	-----	None
<b>Time in Business (min)</b>	3 to 12 months	0 to 12 months	-----	0 months
<b>Operations</b>	Profit	Break-even, profit	-----	Break-even
<b>Collateral</b>	None	Business assets, personal vehicle, qualified loan guarantee	-----	Business assets
<b>Equity</b>	None	10%	-----	None
<b>Business Plan</b>	-----	Yes	-----	Yes
<b>Prior Experience</b>	Substantial	Needed	-----	Business plan
<b>Marketing</b>	Referral, networking, Churches, MAA Groups Incentive Plan	Press release, networking, TV/Radio	Press release, direct mail, networking, door-to-door, TV/Radio, ethnic publications, community centers, Churches	Refugee Resettlement, ESL Instructor

### *National Survey of Microenterprise Lenders*

<b>Organization State</b>	<i>Agency no. 21</i> VT	<i>Agency no. 22</i> ME	<i>Agency no. 23</i> AZ	<i>Agency no. 24</i> WV
<b>Program</b>	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan	SBA Microloan
<b>Years in Existence</b>	20 years	20 years	10 years	-----
<b>Staff</b>	7	4	10	-----
<b>Other Languages</b>	-----	-----	Spanish	-----
<b><i>Term of Loan:</i></b>				
<b>Amount</b>	\$50,000 max.	\$25,000 max.	\$500 - \$25,000	\$1,000 - \$10,000
<b>Interest Rate</b>	11%	8% fix	10.88% - 11%	Prime +2%
<b>Duration</b>	1 to 60 months	72 months	average 12 months	1 to 72 months
<b>Fees</b>	UCC-1, Mortgage	Credit report, UCC-1, closing fees	Administrative fees, 5% of loan	Credit report
<b>Portfolio</b>	Women: 30, Other: 230	Women: 4, Other: 20	Hispanic: 350, African: 3, Women: 50%	-----
<b><i>Loan Criteria:</i></b>				
<b>Credit (min.)</b>	Minor negatives	Minor negatives	Minor negatives, bankruptcy	-----
<b>Time in Business (min)</b>	0 months	0 to 12 months	0 to 12 months	-----
<b>Operations</b>	Break-even	-----	Break-even, profit	-----
<b>Collateral</b>	Business assets	None, business assets, tradable securities qualified loan guarantor	None, business assets, personal vehicle, tradable securities qualified loan guarantor	-----
<b>Equity</b>	None	None	25%	-----
<b>Business Plan</b>	Yes	-----	Yes	Yes
<b>Prior Experience</b>	None	-----	1 year	-----
<b>Marketing</b>	Direct mail, networking,	Press Release, networking	Press release, word-of-mouth, TV/Radio, open homes for banks	-----

### *National Survey of Microenterprise Lenders*

<b>Organization State</b>	<i>Agency no. 25</i> NY	<i>Agency no. 26</i> NE	<i>Agency no. 27</i> NY	<i>Agency no. 28</i> NC
<b>Program</b>	Business Technical Assistance, SBA Microloan	Business Technical Assistance, rural SBA Microloan, Revolving Fund, Partnership	Business Technical Assistance, SBA Microloan	Business Technical Assistance, SBA Microloan, other loans
<b>Years in Existence</b>	5 years		5 years	12 years
<b>Staff</b>	2	5 to 20 members	2	13
<b>Other Languages</b>	Spanish	-----	Spanish	Spanish
<b>Term of Loan: Amount</b>	\$5,000 - \$50,000	\$1,000 - \$10,000	\$5,000 - \$50,000	\$200 - \$25,000
<b>Interest Rate</b>	Prime +2%	Prime +1% - 4%	Prime +2%	Varies
<b>Duration</b>	0 to 60 months	0 to 12 months	0 to 60 months	60 months
<b>Fees</b>	Application fees, credit report, closing fees	-----	Application fees, credit report, closing fees	UCC-1, closing fees, origination
<b>Portfolio</b>	African: 2, Women: 1, Other: 9	1996: 29	African: 2, Women: 1, Other: 9	Vietnamese, Asian, Hispanic, African: 54%, Women: 50%, Total: 402
<b>Loan Criteria: Credit (min.)</b>	Minor negatives	-----	Minor negatives	None
<b>Time in Business (min)</b>	0; 24+ months	0 months	0; 24 months	0 months
<b>Operations</b>	Break-even	-----	Break-even	Losing money
<b>Collateral</b>	Qualified loan guarantor	Yes	Qualified loan guarantor	None
<b>Equity</b>	20% of loan	\$1,000	20% of loan	-----
<b>Business Plan</b>	-----	Yes	Yes	Yes
<b>Prior Experience</b>	2 year	-----	2 years in field	-----
<b>Marketing</b>	-----	-----	Press release, networking w/ non-profits	Press release, direct mail, network in Vietnamese community, TV/Radio

### *National Survey of Microenterprise Lenders*

<b>Organization State</b>	<i>Agency no. 29</i> IA	<i>Agency no. 30</i> WA	<i>Agency no. 31</i> CA	<i>Agency no. 32</i> NM
<b>Program</b>	Business Technical Assistance, SBA Microloan, SBA 504, Revolving Loan Fund	Business Technical Assistance, SBA Microloan, Office Resource Center	Business Technical Assistance, SBA Microloan, Agriculture & Commercial Loan to Banks	Business Technical Assistance, Conferences
<b>Years in Existence</b>	18 years	4 years	5 years	9 years
<b>Staff</b>	4	4	2	9
<b>Other Languages</b>	-----	-----	Spanish	Spanish
<b>Term of Loan: Amount</b>	\$500 - \$12,000	Varies	\$5,000 - \$25,000	\$5,000 max.
<b>Interest Rate</b>	10%	Varies	12.50%	10 - 12%
<b>Duration</b>	1 to 72 months	18 to 72 months	12 to 72 months	48 max.
<b>Fees</b>	Credit, UCC-1, closing fees	Credit, UCC-1, T/A	Credit report, UCC-1, closing fee, title search & recordings	Application fees, credit report
<b>Portfolio</b>	Native American: 1, African: 4, Women: 11, Pacific Islander: 1 Other: 13	Hispanic: 7, African: 4, Women: 10, 1996: 22	Vietnamese: 2, Asian: 1, Hispanic: 13, African: 1, Women: 15, Other: 8	Hispanic/African: 22, Women: 80
<b>Loan Criteria: Credit (min.)</b>	Minor negatives, bankruptcy, none	Minor negatives	Exceptions	Bankruptcy, none
<b>Time in Business (min)</b>	0 to 12+ months	0 months	0 months	0 - 12+ months
<b>Operations</b>	Profit	Profit	Break-even, profit	Losing money, break-even, profit
<b>Collateral</b>	Business assets	Varies	Business assets, personal vehicle, tradable securities, loan guarantor.	Business assets, personal vehicle,
<b>Equity</b>	None	--	None	Varies
<b>Business Plan</b>	-----	Yes	-----	Yes
<b>Prior Experience</b>	None	None	Needed	None
<b>Marketing</b>	Bank & non-profit networking	Press release, networking w/ ethnic chambers	EOC SE Asian Refugee Program	Press release, Spanish TV/Radio, through non-profits



*National Survey of Microenterprise Lenders*

<b>Organization State</b>	Agency no. 33 CA
<b>Program</b>	Business Technical Assistance, SBA Microloan
<b>Years in Existence</b>	10 years
<b>Staff</b>	4
<b>Other Languages</b>	Vietnamese, French, Chinese
<b>Term of Loan: Amount</b>	\$1,000- \$25,000
<b>Interest Rate</b>	11%
<b>Duration</b>	24 to 48 months
<b>Fees</b>	Credit report, UCC-1
<b>Portfolio</b>	Vietnamese: 16%, Other Asian: 18%, Women: 34%
<b>Loan Criteria: Credit (min.)</b>	Minor negatives, none
<b>Time in Business (min)</b>	0 to 12+ months
<b>Operations</b>	Break-even, profit if in operation
<b>Collateral</b>	All, loan guarantor
<b>Equity</b>	33%
<b>Business Plan</b>	Mini business plan
<b>Prior Experience</b>	None
<b>Marketing</b>	Direct mail, ads in ethnic press, networking, mailings to banks